

## Message Text

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ACTION IO-13

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FM USDEL MTN GENEVA

TO AMEMBASSY OTTAWA

INFO SECSTATE WASHDC 1907

UNCLAS MTN GENEVA 7483

E.O. 11652: NA

TAGS: OCON/ETRD/MTN

SUBJECT: AMBASSADOR ENDERS SPEECH TO CANADIAN EXPORTERS ASSOCIATION

REF: ERICKSON-HAMERSCHLAG TELCON SEPTEMBER 22

1. EMB OTTAWA HAS ASKED FOR SUGGESTIONS FROM MTN DEL FOR USE IN PREPARING A SPEECH AMBASSADOR ENDERS IS SCHEDULED TO GIVE BEFORE CANADIAN EXPORTERS ASSOCIATION OCTOBER 19. TAKING INTO ACCOUNT THAT THIS WILL BE A HIGHLY SOPHISTICATED AUDIENCE SYMPATHETIC TO A SUCCESSFUL MTN, DEL BELIEVES FOLLOWING POINTS SHOULD BE TIMELY.

2. U.S. COMMITMENT TO MTN. BECAUSE THE MTN HAS BEEN SLOW TO PRODUCE CONCRETE RESULTS, THERE IS A TENDENCY TO ASSUME THAT IT HAS BEEN GIVEN LOW PRIORITY. THE U.S. REMAINS CONVINCED THAT A SUCCESSFUL MTN IS VITAL TO WORLD ECONOMIC RELATIONSHIPS, AND WILL SHAPE THE TRADING ENVIRONMENT FOR MANY YEARS TO COME. THIS HIGH-LEVEL COMMITMENT WAS MADE AT THE RAMBOUILLET SUMMIT AND WAS REINFORCED AT THE PUERTO RICO MEETING WITH CANADIAN PARTICIPATION.

3. TIMING. THE TARGET DATE OF CONCLUDING THE NEGOTIATIONS IN 1977 (ACCEPTED BY THE TRADE NEGOTIATIONS COMMITTEE IN DECEMBER 1975) IS REALISTIC AND CAN BE ACHIEVED. THERE IS IMPORTANT WORK TO BE DONE IN THE REMAINING MONTHS OF 1976 TO SET THE STAGE FOR FINAL DECISIONS IN 1977.

4. TARIFF REDUCTIONS. TARIFFS REMAIN A KEY MEASURE OF  
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SUCCESS IN TRADE NEGOTIATIONS AND SDOPTION OF AN AMBITIOUS

TARIFF CUTTING HYPOTHESIS WILL GIVE AN IMPULSE TO OTHER ELEMENTS OF THE NEGOTIATIONS.

5. THE U.S. ELECTIONS. TRADE POLICY IS NOT A ISSUE IN THE CAMPAIGN. WE HAVE A CLEAR MANDATE IN THE TRADE ACT AND HAVE MAINTAINED CLOSE WITH CONGRESS AND THE VARIOUS ADVISORY GROUPS IN THE PRIVATE SECTOR. THERE IS NO REASON WHY WORK IN GENEVA CANNOT PROCEED.

6. US-CANADIAN SHARED GOALS IN THE MTN. WHILE OUR INTERESTS ARE NOT IDENTICAL IN AL RESPECTS, THE US AND CANADA HAVE MUCH IN COMMON. WE BOTH SEEK IMPROVED ACCESS FOR OUR INDUSTRIAL AND AGRICULTURAL PRODUCTS, AND WISH TO ELIMINATE OR REDUCE THE DISADVANTAGES WE FACE IN MANY WORLD MARKETS BECAUSE OF PREFERENTIAL ARRANGMENTS. WE BOTH BELIEVE IN A STRONG GATT WHOSE INSTITUTIONAL MECHANISM SHOULD BE ADJUSTED TO MAKE IT MORE RESPONSIVE TO THE CURRENT MEEDS. THE US AND CANADA ALSO SEEK AN IMPROVED SAFEGUARD MECHANISM. OUR TWO DELEGATIONS COOPERATE CLOSELY, AND WE EXPECT THIS TO CONTINUE AS WE MOVE INTO THE FINAL BARGAINING PHASE OF THE NEGOTIATIONS.

7. EMB OTTAWA ASKED ABOUT THE CURRENT STATUS OF THE NEGOTIATIONS. THERE HAS BEEN NO BASIC CHANGE SINCE THE SUMMARY CABLE FOR JULY (GENEVA 6044); THE SUMMARY CABLE FOR AUG-SEPT. WILL BE AVAILABLE SHORTLY.

8. WE RE PROVIDING A PACKET OF ADDITIONAL MATERIAL THAT MIGHT BE HELPFUL. IT WILL BE HANDCARRIED TO WASHINGTON AND SENT TO OTTOWA BY OPEN AIRMAIL. WALKER

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